

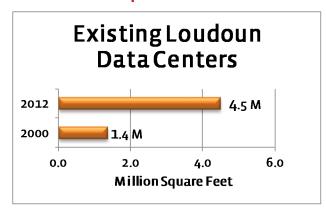
Key Business Sectors: Data Center Market

"No place in the world has the combination of space, power, redundant fiber and business clients that help these data centers thrive than Loudoun."

-Washington Business Journal May 2011



Constructed Space has more than tripled since 2000



8 million

Total square feet either constructed or in development

"We have locations throughout the United States, but Loudoun is probably the one that understands the data center market the most, and allows... our business to grow and prosper, and makes it easy for us to do business here in Loudoun."

— Peter Stevenson, CEO, Latsys

Loudoun: The Premier East Coast Data Center Location

- Direct access to MAE-East and multiple-source lit fiber infrastructure
- Abundant, affordable power redundancy and energy rates among the lowest on the East Coast
- Multiple substations around Loudoun's business corridors
- · One of the largest exchange points in the world
- Loudoun specializes in build-to-suit opportunities for co-location operations



Dominion's energy rates for industrial customers are 28% below the U.S. average



"Among the big... wholesale data center developers and co-location managed service providers, if you're not in Loudoun, you're planning to be in Loudoun—or you're planning to be in a different line of business."

- Brett Rogers, Mark G. Anderson Critical Environments Consultant 2012

